



**TIS**

TIS INTEC Group

Go Beyond

## **Supplementary Financial Data**

### **Fiscal 2018 Results (Fiscal Year ended March 31,2018)**

May 10, 2018

TIS Inc.

1. Financial Summary for Fiscal 2017 (Previous Fiscal Year) and Fiscal 2018 (Current Fiscal Year) [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2017								FY2018								Full Year (forecast)	Difference
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Net sales	89,128	99,895	189,023	91,685	280,708	112,690	204,375	393,398	91,778	103,035	194,813	94,208	289,021	116,627	210,835	405,648	400,000	+1.4%
YOY change	+4.1%	+3.0%	+3.5%	+4.3%	+3.7%	+0.5%	+2.2%	+2.8%	+3.0%	+3.1%	+3.1%	+2.8%	+3.0%	+3.5%	+3.2%	+3.1%	+1.7%	
IT Infrastructure Services	29,715	30,900	60,615	30,025	90,640	32,907	62,932	123,547	30,477	31,722	62,199	31,542	93,741	34,455	65,997	128,196	125,500	+2.1%
Composition	33.3%	30.9%	32.1%	32.7%	32.3%	29.2%	30.8%	31.4%	33.2%	30.8%	31.9%	33.5%	32.4%	29.5%	31.3%	31.6%	31.4%	
YOY change	+2.8%	-1.2%	+0.7%	-0.0%	+0.5%	-1.5%	-0.8%	-0.1%	+2.6%	+2.7%	+2.6%	+5.1%	+3.4%	+4.7%	+4.9%	+3.8%	+1.6%	
Financial IT Services	18,341	21,597	39,938	20,290	60,228	23,564	43,854	83,792	20,329	23,124	43,453	22,355	65,808	26,842	49,197	92,650	85,500	+8.4%
Composition	20.6%	21.6%	21.1%	22.1%	21.5%	20.9%	21.5%	21.3%	22.2%	22.4%	22.3%	23.7%	22.8%	23.0%	23.3%	22.8%	21.4%	
YOY change	+8.4%	+5.7%	+6.9%	+9.8%	+7.9%	+1.8%	+5.4%	+6.1%	+10.8%	+7.1%	+8.8%	+10.2%	+9.3%	+13.9%	+12.2%	+10.6%	+2.0%	
Industrial IT Services	39,781	45,801	85,582	39,919	125,501	54,744	94,663	180,245	39,791	46,987	86,778	39,052	125,830	54,016	93,068	179,846	184,000	-2.3%
Composition	44.6%	45.8%	45.3%	43.5%	44.7%	48.6%	46.3%	45.8%	43.4%	45.6%	44.5%	41.5%	43.5%	46.3%	44.1%	44.3%	46.0%	
YOY change	+4.8%	+4.7%	+4.7%	+5.3%	+4.9%	+2.6%	+3.7%	+4.2%	+4.0%	+2.6%	+1.4%	-2.2%	+0.3%	-1.3%	-1.7%	-0.2%	+2.1%	
Other business	1,290	1,597	2,887	1,450	4,337	1,476	2,926	5,813	1,180	1,203	2,383	1,257	3,640	1,315	2,572	4,955	5,000	-0.9%
Composition	1.4%	1.6%	1.5%	1.6%	1.5%	1.3%	1.4%	1.5%	1.3%	1.2%	1.2%	1.3%	1.3%	1.1%	1.2%	1.2%	1.3%	
YOY change	-30.4%	+0.9%	-16.0%	-1.7%	-11.7%	-31.9%	-19.7%	-17.9%	-8.5%	-24.7%	-17.5%	-13.3%	-16.1%	-10.9%	-12.1%	-14.8%	-14.0%	
Cost of sales	73,303	82,050	155,353	73,504	228,857	88,583	162,087	317,440	74,241	81,819	156,060	74,710	230,770	90,516	165,226	321,286	-	
Composition	82.2%	82.1%	82.2%	80.2%	81.5%	78.6%	79.3%	80.7%	80.9%	79.4%	80.1%	79.3%	79.8%	77.6%	78.4%	79.2%	-	
YOY change	+2.1%	+5.0%	+3.6%	+1.9%	+3.0%	-1.6%	-0.1%	+1.7%	+1.3%	-0.3%	+0.5%	+1.6%	+0.8%	+2.2%	+1.9%	+1.2%	-	
Gross profit	15,824	17,846	33,670	18,181	51,851	24,107	42,288	75,958	17,536	21,216	38,752	19,499	58,251	26,111	45,610	84,362	-	
Composition	17.8%	17.9%	17.8%	19.8%	18.5%	21.4%	20.7%	19.3%	19.1%	20.6%	19.9%	20.7%	20.2%	22.4%	21.6%	20.8%	-	
YOY change	+14.3%	-5.5%	+2.9%	+15.4%	+6.9%	+9.4%	+11.9%	+7.7%	+10.8%	+18.9%	+15.1%	+7.2%	+12.3%	+8.3%	+7.9%	+11.1%	-	
Selling, general and administrative expenses	11,807	12,439	24,246	11,673	35,919	13,019	24,692	48,938	12,482	12,679	25,161	12,393	37,554	14,064	26,457	51,618	-	
Composition	13.2%	12.5%	12.8%	12.7%	12.8%	11.6%	12.1%	12.4%	13.6%	12.3%	12.9%	13.2%	13.0%	12.1%	12.7%	12.7%	-	
YOY change	+1.1%	+6.5%	+3.8%	+6.2%	+4.6%	+10.8%	+8.6%	+6.2%	+5.7%	+1.9%	+3.8%	+6.2%	+4.6%	+8.0%	+7.1%	+5.5%	-	
Operating income	4,017	5,406	9,423	6,508	15,931	11,088	17,596	27,019	5,053	8,538	13,591	7,105	20,696	12,047	19,152	32,743	30,000	+9.1%
Composition	4.5%	5.4%	5.0%	7.1%	5.7%	9.8%	8.6%	6.9%	5.5%	8.3%	7.0%	7.5%	7.2%	10.3%	9.1%	8.1%	7.5%	
YOY change	+85.1%	-24.9%	+0.5%	+36.6%	+12.7%	+7.7%	+16.8%	+10.6%	+25.8%	+57.9%	+44.2%	+9.2%	+29.9%	+8.6%	+8.8%	+21.2%	+11.0%	
Non-operating income	884	194	1,078	288	1,366	371	659	1,737	893	293	1,186	433	1,619	266	699	1,885	-	
Non-operating expenses	528	447	975	214	1,189	475	689	1,664	372	646	1,018	342	1,360	474	816	1,834	-	
Recurring profit	4,373	5,153	9,526	6,582	16,108	10,984	17,566	27,092	5,574	8,185	13,759	7,196	20,955	11,840	19,036	32,795	30,000	+9.3%
Composition	4.9%	5.2%	5.0%	7.2%	5.7%	8.6%	6.9%	6.1%	7.9%	7.1%	7.6%	7.3%	10.2%	9.0%	8.1%	7.5%		
YOY change	+44.6%	-25.0%	-3.8%	+44.7%	+11.5%	+9.0%	+20.1%	+10.5%	+27.5%	+58.8%	+44.4%	+9.3%	+30.1%	+7.8%	+8.4%	+21.1%	+10.7%	
Extraordinary income	0	12	12	1,859	1,871	195	2,054	2,066	3	193	196	294	490	1,123	1,417	1,613	-	
Extraordinary loss	174	388	562	202	764	3,554	3,756	4,318	9	664	673	291	964	1,900	2,191	2,864	-	
Income before income taxes	4,199	4,778	8,977	8,238	17,215	7,626	15,864	24,841	5,567	7,716	13,283	7,198	20,481	11,064	18,262	31,545	-	
Composition	4.7%	-0.0%	4.7%	9.0%	6.1%	6.8%	6.3%	6.1%	-0.0%	6.8%	7.6%	7.1%	9.5%	8.7%	7.8%	-		
YOY change	+43.8%	-25.2%	-3.6%	-	+38.7%	-18.9%	+26.8%	+13.9%	+32.6%	+61.5%	+48.0%	-	+19.0%	+45.1%	+15.1%	+27.0%	-	
Total income taxes	1,391	1,726	3,117	2,684	5,801	2,296	4,980	8,097	1,778	2,619	4,397	2,170	6,567	3,634	5,804	10,201	-	
Net income (loss) attributable to non-controlling interests	50	128	178	-16	162	274	258	436	95	188	283	169	452	271	440	723	-	
Net income attributable to owners of the parent company	2,757	2,924	5,681	5,570	11,251	5,055	10,625	16,306	3,694	4,908	8,602	4,858	13,460	7,160	12,018	20,620	18,000	+14.6%
Composition	3.1%	2.9%	3.0%	6.1%	4.0%	4.5%	5.2%	4.1%	4.0%	4.8%	4.4%	5.2%	4.7%	6.1%	5.7%	5.1%	4.5%	
YOY change	+40.7%	-19.7%	+1.4%	+268.4%	+58.2%	-9.2%	+50.1%	+28.6%	+34.0%	+67.9%	+51.4%	-12.8%	+19.6%	+41.6%	+13.1%	+26.5%	+10.4%	

## (2) Sales by Client Sector

(Millions of yen)		FY2017									FY2018								
		1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Net sales		89,128	99,895	189,023	91,685	280,708	112,690	204,375	393,398	91,778	103,035	194,813	94,208	289,021	116,627	210,835	405,648		
	YOY change	+4.1%	+3.0%	+3.5%	+4.3%	+3.7%	+0.5%	+2.2%	+2.8%	+3.0%	+3.1%	+3.1%	+2.8%	+3.0%	+3.5%	+3.2%	+3.1%		
Credit card		14,372	16,653	31,025	15,970	46,995	18,011	33,981	65,006	16,300	18,114	34,414	18,403	52,817	20,497	38,900	73,314		
	Composition	16.1%	16.7%	16.4%	17.4%	16.7%	16.0%	16.6%	16.5%	17.8%	17.6%	17.7%	19.5%	18.3%	17.6%	18.5%	18.1%		
	YOY change	+6.6%	+12.5%	+9.7%	+12.0%	+10.5%	+7.7%	+9.6%	+9.7%	+13.4%	+8.8%	+10.9%	+15.2%	+12.4%	+13.8%	+14.5%	+12.8%		
Banking		6,697	7,329	14,026	6,151	20,177	8,056	14,207	28,233	6,479	6,667	13,146	6,440	19,586	7,866	14,306	27,452		
	Composition	7.5%	7.3%	7.4%	6.7%	7.2%	7.1%	7.0%	7.2%	7.1%	6.5%	6.7%	6.8%	6.8%	6.7%	6.8%	6.8%		
	YOY change	+10.4%	-4.2%	+2.3%	-1.0%	+1.3%	-1.4%	+0.4%	+1.3%	-3.3%	-9.0%	-6.3%	+4.7%	-2.9%	-2.4%	+0.7%	-2.8%		
Insurance		5,881	6,605	12,486	6,124	18,610	6,746	12,870	25,356	5,653	6,901	12,554	6,209	18,763	7,499	13,708	26,262		
	Composition	6.6%	6.6%	6.6%	6.7%	6.6%	6.0%	6.3%	6.4%	6.2%	6.7%	6.4%	6.6%	6.5%	6.4%	6.5%	6.5%		
	YOY change	-0.9%	-0.8%	-0.8%	-4.4%	-2.0%	-8.1%	-6.4%	-3.7%	-3.9%	+4.5%	+0.5%	+1.4%	+0.8%	+11.2%	+6.5%	+3.6%		
Other finance		4,630	5,340	9,970	5,072	15,042	5,815	10,887	20,857	5,012	5,265	10,277	5,481	15,758	6,369	11,850	22,127		
	Composition	5.2%	5.3%	5.3%	5.4%	5.2%	5.3%	5.3%	5.3%	5.1%	5.3%	5.8%	5.5%	5.8%	5.5%	5.6%	5.5%		
	YOY change	-2.0%	-2.4%	-0.4%	+8.6%	+2.4%	+1.6%	+4.8%	+2.2%	+8.3%	-1.4%	+3.1%	+8.1%	+4.8%	+9.5%	+8.8%	+6.1%		
Assembly-based manufacturing		9,941	11,693	21,634	9,632	31,266	11,457	21,089	42,723	10,051	11,486	21,537	9,713	31,250	12,527	22,240	43,777		
	Composition	11.2%	11.7%	11.4%	10.5%	11.1%	10.2%	10.3%	10.9%	11.0%	11.1%	11.1%	10.3%	10.8%	10.7%	10.5%	10.8%		
	YOY change	-7.6%	-11.4%	-9.7%	-14.3%	-11.2%	-19.7%	-17.3%	-13.6%	+1.1%	-1.8%	-0.4%	+0.8%	-0.1%	+9.3%	+5.5%	+2.5%		
Processing-based manufacturing		8,595	9,628	18,223	8,288	26,511	10,442	18,730	36,953	8,735	10,340	19,075	8,729	27,804	10,562	19,291	38,366		
	Composition	9.6%	9.6%	9.6%	9.0%	9.4%	9.3%	9.2%	9.4%	9.5%	10.0%	9.8%	9.3%	9.6%	9.1%	9.1%	9.5%		
	YOY change	+8.4%	+8.1%	+8.2%	-2.8%	+4.5%	+7.6%	+2.8%	+5.4%	+1.6%	+0.4%	+4.7%	+5.3%	+4.9%	+1.1%	+3.0%	+3.8%		
Distribution		7,369	8,403	15,772	7,520	23,292	8,481	16,001	31,773	6,710	7,824	14,534	6,178	20,712	8,160	14,338	28,872		
	Composition	8.3%	8.4%	8.2%	8.3%	8.2%	8.1%	7.8%	7.3%	7.6%	7.5%	7.6%	7.2%	7.2%	7.2%	7.1%	7.1%		
	YOY change	-3.9%	+0.7%	-1.5%	-6.5%	-3.2%	-1.9%	-4.1%	-2.8%	-8.9%	-6.9%	-7.8%	-17.8%	-11.1%	-3.8%	-10.4%	-9.1%		
Services		19,446	22,003	41,449	21,881	63,330	26,277	48,158	89,607	21,230	23,589	44,819	22,325	67,144	26,114	48,439	93,258		
	Composition	21.8%	22.0%	21.9%	23.9%	22.6%	23.3%	23.6%	22.8%	23.1%	22.9%	23.0%	23.7%	23.2%	22.4%	23.0%	23.0%		
	YOY change	+9.0%	+9.5%	+9.3%	+19.1%	+12.5%	+12.8%	+15.6%	+12.6%	+9.2%	+7.2%	+8.1%	+2.0%	+6.0%	-0.6%	+4.1%	+1.1%		
Public institutions		8,624	8,124	16,748	7,353	24,101	12,901	20,254	37,002	7,911	8,817	16,728	7,023	23,751	12,172	19,195	35,923		
	Composition	9.7%	8.1%	8.9%	8.0%	8.6%	11.4%	9.9%	9.4%	8.6%	8.6%	8.6%	7.5%	8.2%	10.4%	9.1%	8.9%		
	YOY change	+5.5%	+4.5%	+5.1%	+4.3%	+4.8%	-5.2%	-2.0%	+1.1%	-8.3%	+8.5%	-0.1%	-4.5%	-1.5%	-5.7%	-5.2%	-2.9%		
Others		3,570	4,116	7,686	3,693	11,379	4,503	8,196	15,882	3,692	4,033	7,725	3,704	11,429	4,863	8,567	16,292		
	Composition	4.0%	4.1%	4.0%	4.1%	4.0%	4.0%	4.0%	4.0%	4.0%	3.9%	4.0%	3.9%	4.0%	4.2%	4.1%	4.0%		
	YOY change	+9.8%	-0.6%	+4.0%	+17.5%	+8.0%	-7.0%	+2.7%	+3.3%	+3.4%	-2.0%	+0.5%	+0.3%	+0.4%	+8.0%	+4.5%	+2.6%		

## (3) Sales and Income by Business Segment

(Millions of yen)		FY2017									FY2018									Full Year (forecast)	Difference
		1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year				
Net sales		89,128	99,895	189,023	91,685	280,708	112,690	204,375	393,398	91,778	103,035	194,813	94,208	289,021	116,627	210,835	405,648	400,000	+1.4%		
	YOY change	+4.1%	+3.0%	+3.5%	+4.3%	+3.7%	+0.5%	+2.2%	+2.8%	+3.0%	+3.1%	+3.1%	+2.8%	+3.0%	+3.5%	+3.2%	+3.1%	+1.7%			
IT Infrastructure Services		30,374	31,556	61,930	30,803	92,733	33,848	64,651	126,581	31,308	32,517	63,825	32,358	96,183	35,517	67,875	131,700	129,000	+2.1%		
	Composition	34.1%	31.6%	32.8%	33.6%	33.0%	30.0%	31.6%	32.2%	34.1%	31.6%	32.8%	34.3%	33.3%	30.5%	32.3%	32.3%	32.3%			
	YOY change	+3.5%	-0.6%	+1.4%	+0.4%	+1.0%	-0.8%	-0.3%	+0.5%	+3.1%	+3.0%	+3.1%	+5.0%	+3.7%	+4.9%	+5.0%	+4.0%	+1.9%			
Financial IT Services		18,404	21,653	40,057	20,342	60,399	23,652	43,994	84,051	20,398	23,218	43,616	22,414	66,030	26,953	49,367	92,983	86,000	+8.1%		
	Composition	20.6%	21.7%	21.2%	22.2%	21.5%	21.0%	21.5%	21.4%	22.2%	22.5%	22.5%	23.8%	22.8%	23.4%	22.9%	23.1%	21.5%			
	YOY change	+8.0%	+4.9%	+6.3%	+9.4%	+7.3%	+1.8%	+5.2%	+5.7%	+10.8%	+7.2%	+8.9%	+10.2%	+3.6%	+14.0%	+12.2%	+10.6%	+2.3%			
Industrial IT Services		41,925	48,263	90,188	41,917	132,105	57,304	99,221	189,409	41,942	49,146	91,088	41,575	132,663	55,963	97,538	188,626	194,000	-2.8%		
	Composition	47.0%	48.3%	47.7%	45.7%	47.1%	50.9%	48.5%	48.1%	45.7%	47.7%	46.8%	44.1%	45.9%	48.0%	46.3%	46.5%	48.5%			
	YOY change	+6.3%	+5.4%	+5.8%	+5.7%	+5.8%	+4.0%	+4.7%	+5.2%	+0.0%	+1.8%	+1.0%	-0.8%	+0.4%	-2.3%	-1.7%	-0.4%	+2.4%			
Other business		2,742	3,252	5,994	2,892	8,886	2,999	5,891	11,885	2,635	2,629	5,264	2,717	7,981	2,810	5,527	10,791	11,000	-1.9%		
	Composition	3.1%	3.3%	3.2%	3.2%	3.2%	2.7%	2.9%	3.0%	2.9%	2.6%	2.7%	2.9%	2.8%	2.4%	2.6%	2.7%	2.8%			
	YOY change	-31.8%	-11.3%	-22.0%	-18.1%	-20.8%	-38.5%	-29.9%	-26.2%	-3.9%	-19.2%	-12.2%	-6.1%	-10.2%	-6.3%	-6.2%	-9.2%	-7.4%			
Inter-segment elimination/adjustments		-4,318	-4,829	-9,147	-4,269	-13,416	-5,112	-9,381	-18,528	-4,506	-4,474	-8,980	-4,858	-13,838	-4,615	-9,473	-18,453	-20,000	-7.7%		
Operating income		4,017	5,406	9,423	6,508	15,931	11,088	17,596	27,019	5,053	8,538	13,591	7,105	20,696	12,047	19,152	32,743	30,000	+9.1%		
	Composition	4.5%	5.4%	5.0%	7.1%	5.7%	9.8%	8.6%	6.9%	5.5%	8.3%	7.0%	7.5%	7.2%	10.3%	9.1%	8.1%	7.5%			
	YOY change	+85.1%	-24.9%	+0.5%	+36.6%	+12.7%	+7.7%	+16.8%	+10.6%	+25.8%	+57.9%	+44.2%	+9.2%	+29.9%	+8.6%	+8.8%	+21.2%	+11.0%			
IT Infrastructure Services		2,575	2,604	5,179	2,242	7,421	2,737	4,979	10,158	2,382	2,986	5,368	3,220	8,588	3,155	6,375	11,743	10,500	+11.8%		
	Composition	8.5%	8.3%	8.4%	7.3%	8.0%	8.1%	7.7%	8.0%	7.6%	9.2%	8.4%	10.0%	8.9%	9.4%	8.9%	8.1%	8.1%			
	YOY change	+137.0%	+20.0%	+59.0%	-8.8%	+29.9%	-14.7%	-12.1%	+13.8%	-7.5%	+14.7%	+3.6%	+43.6%	+15.7%	+15.3%	+28.0%	+15.6%	+3.4%			
Financial IT Services		588	-1,115	-527	1,507	980	2,646	4,153	3,626	1,099	1,920	3,019	2,105	5,124	2,918	5,023	8,042	5,900	+36.3%		
	Composition	3.2%	-5.1%	-1.3%	7.4%	1.6%	11.2%	9.4%	4.3%	5.4%	8.3%	6.9%	9.4%	7.8%	10.8%	10.2%	8.6%	6.9%			
	YOY change	+26.9%	-	-	+309.5%	-55.1%	+124.8%	+168.8%	+7.9%	+86.9%	-	-	+39.7%	+422.9%	+10.3%	+20.9%	+121.8%	+62.7%			
Industrial IT Services		759	3,624	4,383	2,669	7,052	5,444	8,113	12,496	1,415	3,484	4,899	1,729	6,628	6,207	7,936	12,835	13,100	-2.0%		
	Composition	1.8%	6.2%	4.9%	6.4%	5.3%	9.5%	8.2%	6.3%	3.4%	7.1%	5.4%	4.2%	5.0%	11.1%	8.1%	6.8%	6.8%			
	YOY change	+165.0%	+16.2%	+28.7%	+93.8%	+47.5%	+4.9%	+23.5%	+25.3%	+86.4%	-3.9%	+11.8%	-35.2%	-6.0%	+14.0%	-2.2%	+2.7%	+4.8%			
Other business		230	293	523	236	759	325	561	1,084	254	237	491	221	712	294	515	1,006	1,000	+0.6%		
	Composition	8.4%	9.0%	8.7%	8.2%	8.5%	10.8%	9.5%	9.1%	9.6%	9.0%	9.3%	8.1%	8.9%	10.5%	9.3%	9.1%	9.1%			
	YOY change	-49.9%	-58.3%	-55.0%	-63.5%	-58.0%	-61.4%	-62.3%	-59.1%	+10.4%	-19.1%	-6.1%	-6.4%	-6.2%	-9.5%	-8.2%	-7.2%	-7.7%			
Inter-segment elimination/adjustments		-136	1	-135	-146	-281	-64	-210	-345	-97	-91										

## (4) Order Status (Software development)

(Millions of yen)	FY2017									FY2018								
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year		
Orders received during the term	51,133	53,437	104,570	46,318	150,888	57,419	103,737	208,307	52,047	54,949	106,996	48,802	155,798	63,427	112,229	219,225		
YOY change	+12.9%	+0.1%	+6.0%	-1.6%	+3.5%	-6.8%	-4.6%	+0.5%	+1.8%	+2.8%	+2.3%	+5.4%	+3.3%	+10.5%	+8.2%	+5.2%		
Financial IT Services	16,271	19,494	35,765	16,476	52,241	23,120	39,596	75,361	17,495	20,685	38,180	18,283	56,463	27,576	45,859	84,039		
Composition	31.8%	36.5%	34.2%	35.6%	34.6%	40.3%	38.2%	36.2%	33.6%	37.6%	35.7%	37.5%	36.2%	43.5%	40.9%	38.3%		
YOY change	+16.1%	+5.9%	+10.3%	+6.1%	+8.9%	-10.7%	-4.4%	+2.0%	+7.5%	+6.1%	+6.8%	+11.0%	+8.1%	+19.3%	+15.8%	+11.5%		
Industrial IT Services	34,861	33,943	68,804	29,843	98,647	34,299	64,142	132,946	34,552	34,263	68,815	30,520	99,335	35,851	66,371	135,186		
Composition	68.2%	63.5%	65.8%	64.4%	65.4%	59.7%	61.8%	63.8%	66.4%	62.4%	64.3%	62.5%	63.8%	56.5%	59.1%	61.7%		
YOY change	+11.5%	-2.9%	+3.9%	-5.4%	+0.9%	-4.0%	-4.6%	-0.4%	-0.9%	+0.9%	+0.0%	+2.3%	+0.7%	+4.5%	+3.5%	+1.7%		
Order backlog at period-end	74,093	72,691	72,691	69,811	69,811	64,751	64,751	64,751	68,922	68,274	68,274	67,924	67,924	67,716	67,716	67,716		
YOY change	+2.5%	-0.5%	-0.5%	-4.1%	-4.1%	-7.4%	-7.4%	-7.4%	-7.0%	-6.1%	-6.1%	-2.7%	-2.7%	-2.7%	+4.6%	+4.6%		
Financial IT Services	25,046	25,172	25,172	23,898	23,898	25,547	25,547	25,547	24,701	25,228	25,228	23,554	23,554	28,461	28,461	28,461		
Composition	33.8%	34.6%	34.6%	34.2%	34.2%	39.5%	39.5%	39.5%	35.8%	37.0%	37.0%	34.7%	34.7%	42.0%	42.0%	42.0%		
YOY change	+12.1%	+11.3%	+11.3%	+12.7%	+12.7%	-1.0%	-1.0%	-1.0%	-1.4%	+0.2%	+0.2%	-1.4%	-1.4%	+11.4%	+11.4%	+11.4%		
Industrial IT Services	49,046	47,518	47,518	45,912	45,912	39,204	39,204	39,204	44,221	43,046	43,046	44,369	44,369	39,255	39,255	39,255		
Composition	66.2%	65.4%	65.4%	65.8%	65.8%	60.5%	60.5%	60.5%	64.2%	63.0%	63.0%	65.3%	65.3%	58.0%	58.0%	58.0%		
YOY change	-1.8%	-5.8%	-5.8%	-10.9%	-10.9%	-11.2%	-11.2%	-11.2%	-9.8%	-9.4%	-9.4%	-3.4%	-3.4%	+0.1%	+0.1%	+0.1%		

## (5) Other

(Millions of yen)	FY2017									FY2018									Full Year (forecast)
	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year	1st quarter	2nd quarter	1st half	3rd quarter	Three quarters	4th quarter	2nd half	Full year			
Capital expenditures	3,259	4,666	7,925	3,120	11,045	4,114	7,234	15,159	3,080	5,487	8,567	4,671	13,238	3,669	8,340	16,907	18,000		
Depreciation	2,758	2,888	5,646	3,020	8,666	3,135	6,155	11,801	2,840	3,349	6,189	3,096	9,285	3,287	6,383	12,572	12,000		
Research and development expenses	221	356	577	292	869	309	601	1,178	233	270	503	237	740	256	493	996	1,300		
Amortization of goodwill	69	79	148	95	243	83	178	326	72	72	144	71	215	74	145	289	280		
Goodwill balance at the end of the term	1,666	1,556	1,556	1,484	1,484	1,332	1,332	1,332	1,262	1,190	1,190	1,128	1,128	1,118	1,118	1,118	1,100		
Number of Employees at the end of the term	19,935	19,860	19,860	19,720	19,720	19,843	19,843	19,843	20,277	20,206	20,206	20,018	20,018	19,877	19,877	19,877	-		

Goodwill amortization and balance at the end of the period in review included goodwill associated with intangible assets acknowledged in accordance with revised Accounting Standard for Business Combinations.

2. Eleven-Year Summary [Consolidated]

(1) Performance Summary

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018		FY2019	
	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half	Full Year	1st half (Plan)	Full Year (Plan)
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	337,834	163,365	346,647	172,851	361,025	182,683	382,689	189,023	393,398	194,813	405,648	201,000	414,000
	YOY change		-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+4.1%	+5.7%	+6.0%	+3.5%	+2.8%	+3.1%	+3.1%	+3.2%	+2.1%
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	44,610	93,731	45,500	96,300
	Composition		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	22.9%	23.1%	22.6%	23.3%
	YOY change		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+2.0%	+2.7%
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	16,669	34,909	17,100	35,700
	Composition		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8.6%	8.6%	8.5%	8.6%
	YOY change		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+2.6%	+2.3%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	50,507	106,424	54,000	107,200
	Composition		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	25.9%	26.2%	26.9%	25.9%
	YOY change		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+6.9%	+0.7%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	80,688	165,686	82,000	169,300
	Composition		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	41.4%	40.8%	40.8%	40.9%
	YOY change		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+1.6%	+2.2%
Other business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,336	4,896	2,400	5,500
	Composition		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1.2%	1.2%	1.2%	1.3%
	YOY change		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+2.7%	+12.3%
IT Infrastructure Services	-	-	-	-	54,584	109,092	54,163	109,234	54,114	110,076	55,898	113,407	57,286	116,308	60,188	123,636	60,615	123,547	62,199	128,196	-	-
	Composition		-	-	35.4%	33.8%	35.0%	33.4%	33.3%	32.6%	34.2%	32.7%	33.1%	32.2%	32.9%	32.3%	32.1%	31.4%	31.9%	31.6%	-	-
	YOY change		-	-	-0.8%	+0.1%	-0.1%	-0.8%	+0.1%	+3.3%	+3.0%	+2.5%	+2.6%	+5.1%	+6.3%	+0.7%	-0.1%	+2.6%	+3.8%	-	-	
Financial IT Services	-	-	-	-	34,821	72,550	32,088	69,659	33,047	70,994	35,763	74,561	38,494	78,827	37,353	78,972	39,938	83,792	43,453	92,650	-	-
	Composition		-	-	22.6%	22.4%	20.7%	21.3%	20.3%	21.0%	21.9%	21.5%	22.3%	21.8%	20.4%	20.6%	21.1%	21.3%	22.3%	22.8%	-	-
	YOY change		-	-	-	-	-7.8%	-4.0%	+3.0%	+1.9%	+8.2%	+5.0%	+7.6%	+5.7%	-3.0%	+0.2%	+6.9%	+6.1%	+8.8%	+10.6%	-	-
Industrial IT Services	-	-	-	-	60,860	134,327	64,989	141,862	71,606	149,565	67,480	151,322	74,126	159,791	81,705	173,002	85,582	180,245	86,778	179,846	-	-
	Composition		-	-	39.5%	41.6%	42.0%	43.3%	44.1%	44.3%	41.3%	43.7%	42.9%	44.3%	44.7%	45.2%	45.3%	45.8%	44.3%	44.3%	-	-
	YOY change		-	-	-	-	+6.8%	+5.6%	+10.2%	+5.4%	-5.8%	+1.2%	+9.8%	+5.6%	+10.2%	+8.3%	+4.7%	+4.2%	+1.4%	-0.2%	-	-
Other business	-	-	-	-	3,743	7,202	3,440	6,661	3,754	7,196	4,223	7,355	2,944	6,097	3,436	7,078	2,887	5,813	2,383	4,955	-	-
	Composition		-	-	2.4%	2.2%	2.2%	2.0%	2.3%	2.1%	2.6%	2.1%	1.7%	1.7%	1.9%	1.8%	1.5%	1.5%	1.2%	1.2%	-	-
	YOY change		-	-	-	-	-8.1%	-7.5%	+9.1%	+8.0%	+12.5%	+2.2%	-30.3%	-17.1%	+16.7%	+16.1%	-16.0%	-17.9%	-17.5%	-14.8%	-	-
Outsourcing and network	60,793	125,721	61,623	126,164	62,322	124,496	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Composition		37.2%	37.2%	41.9%	40.2%	40.5%	38.5%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	YOY change		-	-	+1.4%	+0.4%	+1.1%	-1.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Software development	82,001	175,847	70,308	155,976	76,551	163,889	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Composition		50.2%	52.0%	47.8%	49.7%	49.7%	50.7%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	YOY change		-	-	-14.3%	-11.3%	-8.9%	+5.1%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Solution services	14,913	29,409	11,798	25,021	11,292	27,183	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Composition		9.1%	8.7%	8.0%	7.3%	8.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	YOY change		-	-	-20.9%	-14.9%	-4.3%	+8.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other business	5,717	7,325	3,224	6,693	3,843	7,604	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Composition		3.5%	2.2%	2.2%	2.1%	2.5%	2.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	YOY change		-	-	-43.6%	-8.6%	+19.2%	+13.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of sales	133,812	272,944	119,987	254,827	124,915	261,145	127,531	266,159	133,845	276,935	134,256	283,881	142,971	294,927	149,949	312,153	155,353	317,440	156,060	321,286	-	-
	Composition		81.9%	80.7%	81.6%	81.2%	81.1%	80.8%	82.4%	81.3%	82.4%	82.0%	81.9%	82.7%	81.7%	82.1%	81.6%	82.2%	80.1%	80.7%	80.1%	80.8%
	YOY change		-	-	-10.3%	-6.6%	-4.1%	-2.5%	-2.1%	+1.9%	+5.0%	+4.0%	+0.3%	+2.5%	+6.5%	+3.9%	+4.9%	+5.8%	+3.6%	+1.7%	+0.5%	+1.2%
Gross profit	29,614	65,357	26,967	59,029	29,094	62,027	27,150	61,258	28,678	60,899	29,109	62,766	29,880	66,097	32,733	70,535	33,670	75,958	38,752	84,362	-	-
	Composition		18.1%	19.3%	18.4%	18.8%	18.9%	19.2%	17.6%	18.0%	17.8%	18.1%	17.3%	18.3%	17.9%	18.4%	17.8%	18.4%	17.8%	19.9%	19.9%	20.8%
	YOY change		-	-	-8.9%	-9.7%	+7.9%	+5.1%	-6.7%	-1.2%	+5.6%	-0.6%	+1.5%	+3.1%	+2.6%	+5.3%	+9.5%	+6.7%	+2.9%	+7.7%	+15.1%	+11.1%
Selling, general and administrative expenses	20,213	41,569	21,162	43,032	24,426	49,209	22,466	45,636	21,426	42,727	21,456	43,255	22,210	44,976	23,360	46,099	24,246	48,938	25,161	51,618	-	-
	Composition		12.4%	12.3%	14.4%	13.7%	15.9%	15.2%	14.5%	13.9%	13.2%	12.6%	13.1%	12.5%	12.8%	12.5%	12.8%	12.0%	12.8%	12.4%	12.9%	12.7%
	YOY change		-	-	+4.7%	+3.5%	+15.4%	+14.4%	-8.0%	-7.3%	-4.6%	-6.4%	+0.1%	+1.2%	+3.5%	+4.0%	+5.2%	+2.5%	+3.8%	+6.2%	+3.8%	+5.5%
Operating income	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	7,652	19,510	7,670	21,121	9,373	24,436	9,423	27,019	13,591	32,743	14,000	35,000
	Composition		5.8%	7.0%	4.0%	5.1%	3.0%	4.8%	4.5%	5.4%	4.7%	5.6%	4.4%	5.9%	5.1%	6.4%	5.0%	6.9%	7.0%	8.1%	7.0%	8.5%
	YOY change		-	-	-38.2%	-32.8%	-19.6%	-12.9%	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+22.2%	+15.7%	+10.6%	+44.2%	+21.2%	+3.0%
Recurring profit	9,479	23,604	5,792	15,719	4,762	12,625	4,679	15,393	7,078	17,440	7,859	18,971	7,981	21,251	9,900	24,521	9,526	27,092	13,759	32,795	14,200	35,500
	Composition		5.8%	7.0%	3.9%	5.0%	3.1%	3.9%	3.0%	4.7%	4.4%	5.2%	4.8%	5.5%	4.6%	5.9%	5.4%	6.4%	5.0%	6.9%	7.1%	8.6%
	YOY change		-	-	-38.9%	-33.4%	-17.8%	-19.7%	-1.7%	+21.9%	+51.3%	+13.3%	+11.0%	+8.8%	+1.6%	+12.0%	+24.0%	+15.4%	+10.5%	+44.4%	+21.1%	+3.2%
Net income (loss) attributable to owners of the parent company	4,491	9,406	3,207	7,659	1,004	5,985	-1,469	2,135	3,019	5,868	3,857	7,913	3,889	10,275	5,601	12,678	5,681	16,306	8,602	20,620	9,300	23,300
	Composition		2.7%	2.8%	2.2%	2.4%	0.7%	1.9%	-0.9%	2.7%	1.9%	2.4%	2.3%	2.2%	3.1%	3.3%	3.0%	4.1%	4.4%	5.1%	4.6%	5.6%
	YOY change		-	-	-28.6%	-18.6%	-68.7%	-21.9%	-64.3%	-	+174.8%	+27.8%	+34.9%	+0.8%	+29.8%	+44.0%	+23.4%	+1.4%	+28.6%	+51.4%	+26.5%	+8.1%
Net income per share - basic (yen)	52.97	110.74	37.60	89.25	11.44	68.19	-16.74	24.33	34.40	66.86	43.95	90.16	44.42	117.40	64.04	145.22	65.72	189.02</				

## (2) Sales and Income by Business Segment

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018		FY2019	
	1st half	Full Year	1st half (Plan)	Full Year (Plan)																		
Net sales	163,426	338,302	146,954	313,856	154,009	323,173	154,682	327,417	162,523	337,834	163,365	346,647	172,851	361,025	182,683	382,689	189,023	393,398	194,813	405,648	201,000	414,000
			-10.1%	-7.2%	+4.8%	+3.0%	+0.4%	+1.3%	+5.1%	+3.2%	+0.5%	+2.6%	+5.8%	+4.1%	+5.7%	+6.0%	+3.5%	+2.8%	+3.1%	+3.1%	+3.2%	+2.1%
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,790	100,603	48,800	103,000
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	24.5%	24.3%	24.3%	24.9%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+2.1%
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	18,313	38,257	18,800	39,000
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9.4%	9.4%	9.4%	9.4%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+2.7%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	50,625	106,655	54,200	107,500
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	26.0%	27.0%	26.0%	26.0%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+7.1%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	85,976	176,485	87,600	180,000
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	44.1%	43.5%	43.6%	43.5%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+1.9%
Other business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,217	10,688	5,300	11,000
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2.7%	2.6%	2.6%	2.7%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+1.6%
Inter-segment elimination/adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-13,110	-27,041	-13,700	-26,500
IT Infrastructure Services	-	-	-	-	55,528	110,916	55,180	111,358	55,091	112,666	56,856	115,360	58,235	118,200	61,101	125,929	61,930	126,581	63,825	131,700	-	-
Composition	-	-	-	-	36.1%	34.3%	35.7%	34.0%	33.9%	33.3%	34.8%	33.3%	33.7%	32.7%	33.4%	32.9%	32.8%	32.2%	32.8%	32.5%	-	-
YOY change	-	-	-	-	-0.6%	+0.4%	-0.2%	+1.2%	+3.2%	+2.4%	+2.4%	+2.4%	+2.5%	+4.9%	+6.5%	+1.4%	+0.5%	+3.1%	+4.0%	-	-	
Financial IT Services	-	-	-	-	34,858	72,665	32,233	70,099	33,295	71,499	36,083	75,148	38,839	79,543	37,693	79,519	40,057	84,051	43,616	92,983	-	-
Composition	-	-	-	-	22.6%	22.5%	20.8%	21.4%	20.5%	21.2%	22.1%	21.7%	22.5%	22.0%	20.6%	20.8%	21.2%	21.4%	22.4%	22.9%	-	-
YOY change	-	-	-	-	-7.5%	-3.5%	+3.3%	+2.0%	+8.4%	+5.1%	+7.6%	+5.8%	-3.0%	-0.0%	+6.3%	+5.7%	+8.9%	+10.6%	-	-	-	
Industrial IT Services	-	-	-	-	64,285	141,294	69,184	149,466	74,683	155,689	70,992	158,234	77,205	166,357	85,226	180,000	90,188	189,409	91,088	188,626	-	-
Composition	-	-	-	-	41.7%	43.7%	44.7%	45.7%	46.0%	46.1%	43.5%	45.6%	44.7%	46.1%	46.7%	47.0%	47.7%	48.1%	46.8%	46.5%	-	-
YOY change	-	-	-	-	+7.6%	+5.8%	+7.9%	+4.2%	-4.9%	+1.6%	+8.8%	+5.1%	+10.4%	+8.2%	+5.8%	+5.2%	+1.0%	-0.4%	-	-	-	
Other business	-	-	-	-	8,312	16,595	7,723	16,234	8,402	16,232	8,761	16,498	7,290	14,667	7,688	16,095	5,994	11,885	5,264	10,791	-	-
Composition	-	-	-	-	5.4%	5.1%	5.0%	5.0%	5.2%	5.4%	5.4%	4.8%	4.2%	4.1%	4.2%	3.2%	3.2%	2.7%	2.7%	-	-	
YOY change	-	-	-	-	-2.2%	-7.1%	+8.8%	-0.0%	+4.3%	+1.6%	-16.8%	-11.1%	+5.5%	+9.7%	-22.0%	-12.2%	-26.2%	-12.2%	-9.2%	-	-	
Inter-segment elimination/adjustment	-	-	-	-	-8,974	-18,298	-9,639	-19,740	-8,948	-18,253	-9,327	-18,593	-8,718	-17,742	-9,025	-18,855	-9,147	-18,528	-8,980	-18,453	-	-
Operating income	9,400	23,787	5,805	15,996	4,667	12,818	4,683	15,621	7,251	18,171	7,652	19,510	7,670	21,121	9,373	24,436	9,423	27,019	13,591	32,743	14,000	35,000
Composition	5.8%	7.0%	4.0%	5.1%	3.0%	4.0%	3.0%	4.5%	4.5%	5.4%	4.7%	5.6%	4.4%	5.9%	5.1%	6.4%	5.0%	6.9%	7.0%	8.1%	7.0%	8.5%
YOY change	-	-	-38.2%	-32.8%	-	-	+0.3%	+21.9%	+54.8%	+16.3%	+5.5%	+7.4%	+0.2%	+8.3%	+22.2%	+15.7%	+0.5%	+10.6%	+44.2%	+21.2%	+3.0%	+6.9%
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,053	8,139	3,100	8,300
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6.4%	8.1%	6.4%	8.1%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+1.5%
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	597	1,638	850	2,000
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3.3%	4.3%	4.5%	5.1%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+42.4%	+22.1%
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,845	11,331	5,000	11,800
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9.6%	10.6%	9.2%	11.0%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+3.2%	+4.1%
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,790	11,509	4,850	12,500
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5.6%	6.5%	5.5%	6.9%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+1.3%	+8.6%
Other business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	491	1,010	500	1,000
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	9.4%	9.4%	9.4%	9.1%
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	+1.8%	-1.0%
Inter-segment elimination/adjustment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-188	-884	-300	-600
IT Infrastructure Services	-	-	-	-	3,863	8,131	3,640	8,049	3,372	7,101	3,546	7,652	3,510	7,179	3,257	8,924	5,179	10,158	5,368	11,743	-	-
Composition	-	-	-	-	7.0%	7.3%	6.6%	7.2%	6.1%	6.3%	6.2%	6.6%	6.0%	6.1%	5.3%	7.1%	8.4%	8.0%	8.4%	8.9%	-	-
YOY change	-	-	-	-	-	-	-5.8%	-1.0%	-7.4%	-11.8%	+5.2%	+7.8%	-1.0%	-6.2%	+24.3%	+59.0%	+13.8%	+3.6%	+15.6%	-	-	
Financial IT Services	-	-	-	-	1,640	3,922	1,219	4,534	2,070	6,021	2,846	6,385	2,732	5,549	1,816	3,361	-527	3,626	3,019	8,042	-	-
Composition	-	-	-	-	4.7%	5.4%	3.8%	6.5%	6.2%	8.4%	7.9%	8.5%	7.0%	7.0%	4.8%	4.2%	-1.3%	4.3%	6.9%	8.6%	-	-
YOY change	-	-	-	-	-25.7%	+15.6%	+69.8%	+32.8%	+37.5%	+6.0%	-4.0%	-13.1%	-33.5%	-39.4%	-	+7.9%	-	+121.8%	-	-	-	
Industrial IT Services	-	-	-	-	-473	1,625	-378	2,658	1,750	4,992	868	4,687	829	7,049	3,405	9,972	4,383	12,496	4,899	12,835	-	-
Composition	-	-	-	-	-0.7%	1.2%	-0.5%	1.8%	2.3%	3.2%	1.2%	3.0%	1.1%	4.2%	4.0%	5.5%	6.6%	5.4%	6.8%	-	-	
YOY change	-	-	-	-	-	-	-63.6%	-	+87.8%	-50.4%	-6.1%	-4.5%	+50.4%	+310.7%	+41.5%	+28.7%	+25.3%	+11.8%	+2.7%	-	-	
Other business	-	-	-	-	643	1,313	1,091	2,277	2,153	2,153	1,106	2,152	1,150	2,159	1,161	2,649	523	1,084	491	1,006	-	-
Composition	-	-	-	-	7.7%	7.9%	14.1%	14.0%	12.6%	13.3%	12.6%	13.0%	15.8%	14.7%	15.1%	16.5%	8.7%	9.1%	9.3%	9.3%	-	-
YOY change	-	-	-	-	+69.7%	+73.4%	-2.7%	-5.4%	+4.2%	-0.0%	-4.0%	+0.3%	+1.0%	+22.7%	-55.0%	-59.1%	-6.1%	-7.2%	-	-	-	
Inter-segment elimination/adjustments	-	-	-	-	-1,006	-2,174	-888	-1,898	-1,003	-2,097	-715	-1,367	-552	-816	-266	-471	-135	-345	-188	-884	-	-

Net sales for each segment include intersegment sales.

## (3) Order Status (Software development only)

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018		FY2019			
	1st half	Full Year	1st half (Plan)	Full Year (Plan)																				
Orders received during the term	73,894	156,385	69,808	146,621	78,553	162,287	89,188	174,680	94,233	179,352	86,248	172,721	89,385	199,842	98,648	207,345	104,570	208,307	106,996	219,225	-	-		
YOY change	-	-	-5.5%	-6.2%	+12.5%	+10.7%	+13.5%	+7.6%	+5.7%	+2.7%	-8.5%	-3.7%	+3.6%	+15.7%	+10.4%	+3.8%	+6.0%	+0.5%	+2.3%	+5.2%	-	-		
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	21,389	42,757	-	-	
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20.0%	19.5%	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	31,373	70,963	-	-	
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	29.3%	32.4%	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	54,233	105,505	-	-	
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	50.7%	48.1%	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Financial IT Services	-	-	-	-	26,242	60,697	28,157	63,117	32,063	65,367	30,813	63,927	30,816	69,226	32,431	73,861	35,765	75,361	38,180	84,039	-	-	-	-
Composition	-	-	-	-	33.4%	37.4%	31.6%	36.1%	34.0%	36.4%	35.7%	37.0%	34.5%	34.6%	32.9%	35.6%	34.2%	36.2%	35.7%	38.3%	-	-	-	-
YOY change	-	-	-	-	-7.3%	+4.0%	-7.3%	+3.6%	+13.9%	+3.6%	-3.9%	-2.2%	-0.0%	+8.3%	+5.2%	+6.7%	+10.3%	+2.0%	+6.8%	+11.5%	-	-	-	-
Industrial IT Services	-	-	-	-	52,310	101,590	61,030	111,563	62,169	113,985	55,434	108,793	58,568	130,616	66,217	133,483	68,804	132,946	68,815	135,186	-	-	-	-
Composition	-	-	-	-	66.6%	62.6%	68.4%	63.9%	66.0%	63.6%	64.3%	63.0%	65.5%	65.4%	67.1%	64.4%	65.8%	63.8%	64.3%	61.7%	-	-	-	-
YOY change	-	-	-	-	-	-	+16.7%	+9.8%	+1.9%	+2.2%	-10.8%	-4.6%	-5.7%	+20.1%	+13.1%	+2.2%	+3.9%	-0.4%	+0.0%	+1.7%	-	-	-	-
Order backlog at period-end	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	68,274	67,716	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-6.1%	+4.6%	-	-	
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	13,544	12,142	-	-	
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	19.8%	17.9%	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20,519	23,324	-	-	
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	30.1%	34.4%	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	34,210	32,249	-	-	
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	50.1%	47.6%	-	-	
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Financial IT Services	-	-	-	-	19,553	18,229	20,924	24,453	27,389	26,057	25,013	23,824	21,223	23,983	22,617	25,796	25,172	25,547	25,228	28,461	-	-	-	-
Composition	-	-	-	-	37.9%	38.0%	34.5%	42.3%	39.5%	42.0%	37.0%	40.5%	34.8%	33.7%	31.0%	36.9%	34.6%	39.5%	37.0%	42.0%	-	-	-	-
YOY change	-	-	-	-	-	-	+7.0%	+34.1%	+30.9%	+6.6%	-8.7%	-8.6%	-15.2%	+0.7%	+6.6%	+7.6%	+11.3%	-1.0%	+0.2%	+11.4%	-	-	-	-
Industrial IT Services	-	-	-	-	32,017	29,738	39,664	33,325	41,996	35,997	42,637	35,044	39,788	47,111	50,424	44,164	47,518	39,204	43,046	39,255	-	-	-	-
Composition	-	-	-	-	62.1%	62.0%	65.5%	57.7%	60.5%	58.0%	63.0%	59.5%	65.2%	66.3%	69.0%	63.1%	65.4%	60.5%	63.0%	58.0%	-	-	-	-
YOY change	-	-	-	-	-	-	+23.9%	+12.1%	+5.9%	+8.0%	+1.5%	-2.6%	-6.7%	+34.4%	+26.7%	-6.3%	-5.8%	-11.2%	-9.4%	+0.1%	-	-	-	-

## (4) Order Status (Total)

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018		FY2019	
	1st half	Full Year	1st half (Plan)	Full Year (Plan)																		
Orders received during the term	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Order backlog at period-end	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	122,067	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Service IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	30,693	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	25.1%	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
BPO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Financial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	39,254	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	32.2%	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Industrial IT Business	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	52,120	-
Composition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	42.7%	-
YOY change	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

## (5) Financial Position, Cash Flow, and Other

(Millions of yen)	FY2009		FY2010		FY2011		FY2012		FY2013		FY2014		FY2015		FY2016		FY2017		FY2018		FY2019	
	1st half	Full Year	1st half (Plan)	Full Year (Plan)																		
Current assets	118,592	140,799	120,513	141,967	126,685	128,455	119,854	142,442	135,259	138,219	126,739	143,519	129,500	140,450	155,103	166,666	133,342	152,162	148,869	168,670	-	-
Fixed assets	164,580	154,527	160,430	171,109	168,621	172,620	171,891	167,560	162,883	164,083	169,562	170,091	175,416	205,401	169,353	169,828	174,729	185,459	192,824	200,833	-	-
Total assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	296,302	313,610	304,917	345,851	324,457	336,495	308,071	337,622	341,693	369,504	-	-
Current liabilities	77,494	82,051	70,153	86,255	65,666	73,090	73,169	83,065	72,727	91,063	81,755	72,790	65,621	77,666	78,771	91,508	72,769	78,676	72,329	81,312	-	-
Non-current liabilities	63,125	67,058	61,405	71,746	77,325	76,875	71,989	75,972	73,027	53,079	51,235	76,316	72,675	79,395	67,960	64,447	51,504	59,743	60,564	61,893	-	-
Total liabilities	140,620	149,110	131,558	158,001	142,991	149,965	145,159	159,038	145,754	144,143	132,990	149,107	138,296	157,062	146,731	155,955	124,274	138,420	132,893	143,205	-	-
Net assets	142,553	146,216	149,384	155,075	152,315	151,110	146,585	150,965	152,388	158,159	163,311	164,502	166,620	188,789	163,773	180,539	183,796	199,202	208,799	226,298	-	-
Total liabilities and net assets	283,173	295,327	280,943	313,077	295,307	301,076	291,745	310,003	298,143	302,302	296,302	313,610	304,917	345,851	324,457	336,495	308,071	337,622	341,693	369,504	-	-
Total interest-bearing debt	82,413	80,532	75,397	91,646	76,268	77,454	74,118	76,515	70,855	60,550	55,224	58,869	53,751	52,114	50,494	46,158	31,345	35,144	33,540	32,876	-	-
Interest-bearing debt ratio	29.1%	27.3%	26.8%	29.3%	25.8%	25.7%	25.4%	24.7%	23.8%	20.0%	18.6%	18.8%	17.6%	15.1%	15.6%	13.7%	10.2%	10.4%	9.8%	8.9%	-	-
Net assets per share(yen)	1,498.39	1,541.17	1,558.63	1,602.77	1,571.12	1,636.56	1,588.36	1,636.72	1,651.15	1,714.88	1,770.88	1,782.23	1,812.28	2,108.19	1,988.26	2,031.07	2,088.36	2,265.76	2,400.25	2,602.07	-	-
Equity ratio (%)	45.0%	44.4%	47.9%	44.2%	46.7%	47.7%	47.8%	46.3%	48.6%	49.8%	52.5%	49.9%	52.0%	53.3%	53.6%	52.5%	58.4%	57.8%	59.8%	60.0%	-	-
Net income to equity capital ratio (%)	-	7.4%	-	5.7%	-	4.2%	-	1.5%	-	3.9%	-	5.1%	-	6.0%	-	7.0%	-	8.8%	-	9.9%	-	-
Recurring profit to total assets ratio (%)	-	8.0%	-	5.2%	-	4.1%	-	5.0%	-	5.7%	-	6.2%	-	6.4%	-	7.2%	-	8.0%	-	9.3%	-	-
Cash flow from operating activities	13,595	34,311	15,012	31,400	16,690	27,236	9,985	23,658	11,900	21,515	13,132	25,770	12,649	22,938	8,777	25,496	7,156	18,952	24,358	36,386	-	-
Cash flow from investing activities	-11,212	-20,079	-10,421	-25,726	-6,410	-18,957	-9,750	-15,158	-2,988	-14,391	-4,793	-5,334	-12,947	-17,744	-6,151	8,688	-13,916	-23,488	-7,614	-14,202	-	-
Cash flow from financial activities	-4,861	-6,877	-5,736	6,139	-18,288	-18,755	-5,868	-4,230	-8,133	-19,883	-7,455	-5,872	-8,402	-19,067	-6,792	-14,979	-20,079	-18,327	-7,808	-10,543	-	-
Cash and cash equivalents at the end of the term	25,510	35,104	33,987	46,987	38,982	36,492	31,187	41,119	41,915	28,433	29,404	43,142	34,388	29,485	25,179	48,651	21,675	25,730	34,780	37,545	-	-
Free cash flows	2,383	14,232	4,591	5,674	10,280	8,279	235	8,500	8,912	7,124	8,338	20,436	-298	5,194	2,626	34,184	-6,760	-4,536	16,744	22,184	-	-
Capital expenditures	6,312	13,139	8,619	15,676	8,978	18,325	5,585	14,096	4,696	12,287	5,781	12,544	10,086	16,873	5,668	14,210	7,925	15,159	8,567	16,907	-	16,500
Depreciation	6,360	10,996	5,808	11,978	6,000	12,308	6,151	12,745	6,339	12,920	6,159	12,454	6,235	12,809	6,210	11,952	5,646	11,801	6,189	12,572	-	12,500
Research and development expenses	411	946	443	912	514	1,062	490	962	512	1,002	468	853	548	1,097	532	1,086	577	1,178	503	996	-	1,300
Amortization of goodwill	493	1,149	653	1,389	985	1,901	1,006	1,882	869	1,741	664	1,166	615	1,052	199	339	148	326	144	289	-	280
Goodwill balance at the end of the term	5,649	5,053	4,280	6,863	6,466	5,551	4,546	3,672	2,797	1,914	1,320	830	2,290	2,021	1,552	1,393	1,556	1,332	1,190	1,118	-	880
Number of employees at the end of the term	15,522	15,259	16,174	20,476	21,007	20,831	20,818	20,347	20,119	19,553	19,486	19,081	19,472	19,090	19,758	19,393	19,860	19,843	20,206	19,877	-	-
Number of new-graduate recruits	919	919	974	974	928	928	649	649	356	356	455	455	620	620	688	688	674	674	712	712	-	892
Number of regular recruits	491	1,117	256	512	211	370	251	450	154	379	247	549	292	499	271	687	339	575	399	840	-	-

Total interest-bearing debt indicate total sum of borrowed money and corporate bonds.

Free cash flows indicate total sum of cash flow from operating activities and cash flow from investing activities.

Goodwill amortization and balance at the end of the period in review included goodwill associated with intangible assets acknowledged in accordance with revised Accounting Standard for Business Combinations.

Principal amortization of goodwill :

SORUN Corporation: Goodwill (¥4,408 million) incurred due to change in status to subsidiary of IT Holdings in December 2009, and five-year equal amortization from 4th quarter period ended March 2010. Additional goodwill ( ¥458 million) incurred

because the company became a wholly owned subsidiary in April 2010, and five-year equal amortization from the first quarter of the fiscal year ended March 2011.

Nexway Co., Ltd.: Goodwill ( ¥2,896 million) incurred due to change in status to subsidiary of INTEC in July 2008. Five-year equal amortization from 2nd quarter period ended March 2009.



### **Cautionary Statements**

- All statements described in these materials are based on information available to management regarding the TIS INTEC Group—that is, TIS and the subsidiaries under its umbrella—as of the presentation date and certain assumptions deemed reasonable at this time. No intent is implied of promise by the Company to achieve such forward-looking statements. Indeed, various factors may cause future results to be substantially different from the assumptions presented in these materials.
- Full-year targets reflect revised performance estimates at the time of presentation.
- Quarterly financial results indicate the figures deducting from accumulated-term results.  
(ex. Third quarter results = Three quarter results – Two quarter results)
- From the fiscal year ended March 31, 2019, TIS applied new management approach and changed business segment. Fiscal 2018 figures have been recalculated and reclassified according to the new segment breakdowns for comparison purposes.